

Message Text

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51

ACTION AF-18

INFO OCT-01 ISO-00 AGR-20 EB-11 L-03 COME-00 CIAE-00

INR-10 NSAE-00 RSC-01 OPIC-12 XMB-07 TRSE-00 DRC-01

/084 W

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R 111240Z MAR 74

FM AMEMBASSY KIGALI

TO SECSTATE WASHDC 2873

INFO AMEMBASSY KHARTOUM

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E.O. 11652: N/A

TAGS: BTRA EAGR RW

SUBJ: WERTHEIM

KHARTOUM FOR AMBASSADOR FRITTS

1. WERTHEIM NEGOTIATIONS WITH GOR SUCCESSFULLY CONCLUDED MARCH 10 BY SIGNATURE OF DECLARATION OF INTENT. DECLARATION ENVISAGES FORMATION TWO COMPANIES WITH PRIVATE, INTERNATIONAL AGENCY, AND GOR PARTICIPATION. ONE COMPANY WOULD HANDLE OPERATIONS TEA FACTORY SECOND COMPANY WOULD HANDLE MARKETING AND OTHER COMMERCIAL OPERATIONS.

2. APPROXIMATELY \$1.5-1.8 MILLION WILL BE NEEDED FOR FINANCING FACTORY COMPANY. RWANDAN DEVELOPMENT BANK HAS INDICATED READINESS CONTRIBUTE TO FINANCING OF FACTORY COMPANY. WERTHEIM'S FIRM WILL PROVIDE \$200,000 AND GOR AN EQUIVALENT AMOUNT IN SECOND (COMMERCIAL) COMPANY.

3. NEXT STEP IS FOR WERTHEIM TO NEGOTIATE BALANCE OF FINANCING OF FACTORY COMPANY WITH CDC AND IFC (HE PLANS VISIT NAIROBI AND LONDON ON WAY HOME. FINAL CONTRACT WILL BE SIGNED WITH GOR FOLLOWING CONCLUSION FINANCIAL
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ARRANGEMENTS AND APPROVAL DETAILS TOTAL PACKAGE BY BOTH

SIDES.

4. NEGOTIATIONS PROVED SOMEWHAT DIFFICULT DUE (A) LACK OF COORDINATION ON RWANDAN SIDE AND (B) OPPOSITION BY CERTAIN GOR OFFICIALS (LED BY MINISTRY OF AGRICULTURE SECGEN HITAYEZU). SUCCESSFUL OUTCOME DUE TO WERTHEIM'S PATIENCE AND SKILLFUL NEGOTIATING AND SUPPORT FOR PROJECT FROM PRESIDENT HABYARIMANA.

5. IN COURTESY CALL ON HABYARIMANA MARCH 11, WERTHEIM EXPRESSED OPTIMISM THAT IMPLEMENTATION OF PROJECT COULD BEGIN SOON. HABYARIMANA STRESSED IMPORTANCE WITH WHICH GOR VIEWS PROJECT AND SAID WERTHEIM SHOULD NOT HESITATE TO CALL ON HIM IN EVENT OF FUTURE DIFFICULTIES.
SHOSTAL

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Message Attributes

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30 JUN 2005

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Type: TE
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